

Figure 1

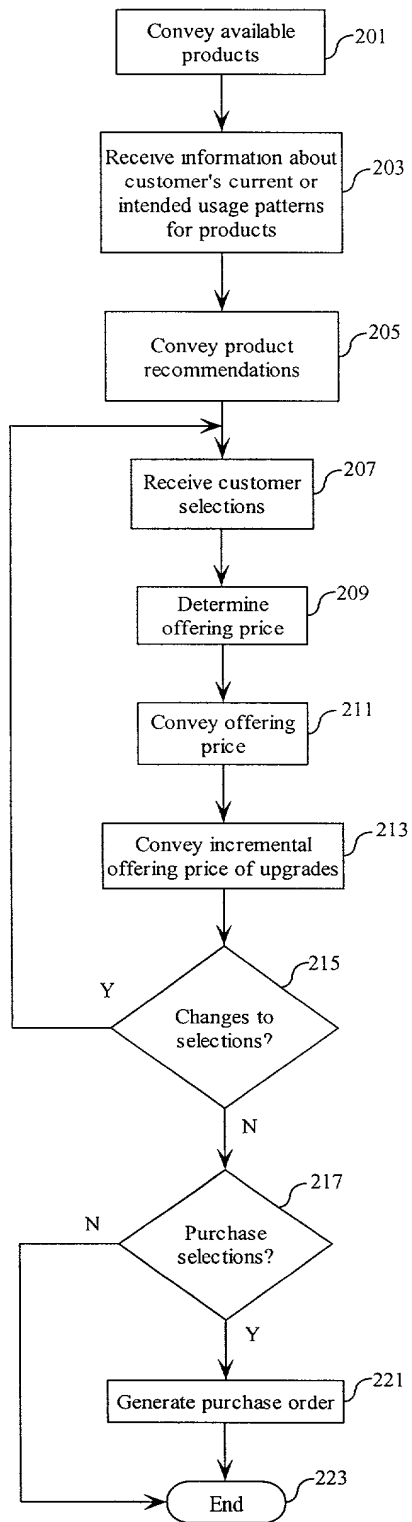


Figure 2

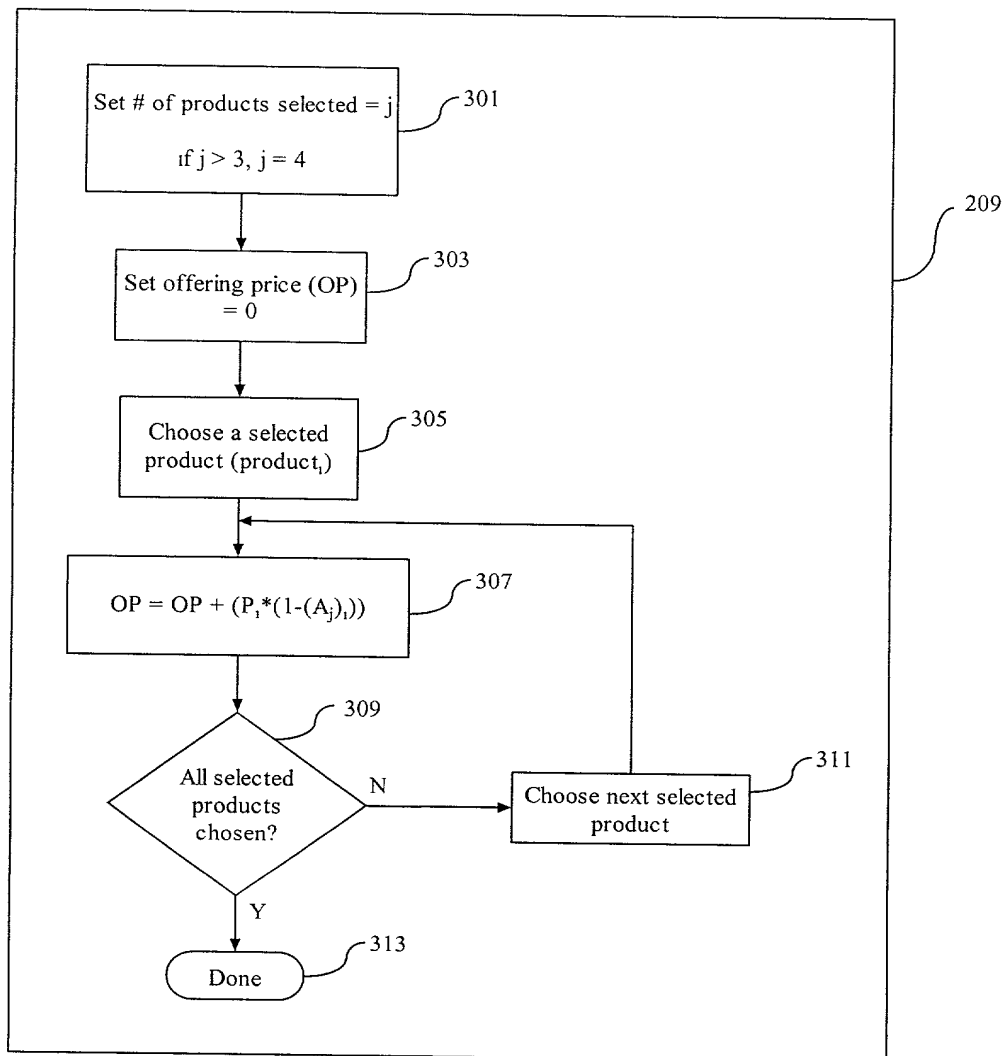


Figure 3

401		403	405	407	409	
		P_i	$(A_2)_i$	$(A_3)_i$	$(A_4)_i$	
Product		Base Price (\$)	2 Item Discount Rate	3 Item Discount Rate	4 or More Item Discount Rate	
411 413 Hardware	Telephone 1	20 00	5%	7 5%	10%	$i = 1$
	Telephone 2	80 00	10%	15%	20%	$i = 2$
	Pager	6.00	10%	15%	20%	$i = 3$
	Cell Phone 1	70.00	5%	7.5%	10%	.
	Cell Phone 2	125 00	10%	15%	20%	.
415 Services	Local Telephone Service	13.00/month	5%	7.5%	10%	.
	Call Waiting	6.00/month	10%	25%	40%	.
	Caller ID	6 00/month	10%	25%	40%	.
	Voice-mail	7 00/month	10%	25%	40%	.
	Long Distance 1	0 40/minute	5%	7 5%	10%	.
	Long Distance 2	4 95 + 0 07/minute	5%	7 5%	10%	.
	Long Distance 3	10 00 + 0.05/minute	5%	7 5%	10%	.
	International Long Distance	0.75/minute	10%	15%	20%	.
	Cellular Service 1 250 min + 0 20/min thereafter	30 00/month	5%	7 5%	10%	.
	Cellular Service 2 500 min + 0 20/min thereafter	50.00/month	5%	7.5%	10%	.
	Cellular Service 3 1000 min + 0.20/min thereafter	70 00/month	5%	10%	15%	.
	Paging Service	10 00/month	20%	35%	50%	$i = 17$
	Dial-up Internet Service	15 00/month	5%	7 5%	10%	$i = 18$
	DSL Internet Service	50.00/month	10%	15%	20%	$i = 19$

Figure 4